

Message Text

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44

ACTION OES-06

INFO OCT-01 EA-07 ISO-00 ACDA-07 CIAE-00 INR-07 IO-13 L-03

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R 080815Z JUL 76

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TO USERDA GERMANTOWN

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ERDA FOR SIEVERING

E.O. 11652: GDS

TAGS: TECH, JA

SUBJECT: SALE JAPANESE NUCLEAR EQUIPMENT TO USSR

REFS: 1) TOKYO 3385; 2) JUNE 29 TELECON HELFRICH-HENOCH

1. AS FOLLOW-UP TO REF 1) AND PER REF 2), EMBOFF MET AGAIN WITH K. MORI, DIRGEN JAIF AND CHOREOGRAPHER USSR-JAPAN TALKS ON NUCLEAR EQUIPMENT SALES TO GET UPDATE ON STATUS SAME. MORI INDICATED THAT JAPANESE PROPOSAL ALREADY FURNISHED TO USSR AFTER RECEIPT COMPLETE PACKAGE TECHNICAL SPECIFICATIONS. MORI REPEATED PRIOR RECITATION THAT SINCE COMPLETE TECH SPECS FURNISHED BY SOVIETS NO RPT NO TRANSFER JAPANESE TECHNOLOGY INVOLVED. FURTHER STATED BELIEF THAT SOVIET TECHNOLOGY LAGS JAPANESE, BUT INSISTED THAT STRICT ADHERENCE TO SPECS PROVIDED BY SOVIETS WOULD PRECLUDE TECHNOLOGY TRANSFER.

2. SOVIET SCHEDULE CALLS FOR SIGNED AGREEMENT BY END 1976. JAPANESE EXPECTING JAPAN EX-IM BANK LOAN TO USSR AT REDUCED CONFIDENTIAL

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(UNSPECIFIED) INTEREST RATE. JAPANESE HAVE INSISTED UPON CASH

RATHER THAN PAYMENT IN OTHER PRODUCTS MATERIALS OR SERVICES
SUCH AS SWU'S.

3. MORI INDICATED KAI DANREN AGGRESSIVELY PUSHING FOR CONTRACT
BOTH BECAUSE NUCLEAR INDUSTRY BADLY NEEDS BUSINESS AND TO
ESTABLISH JAPANESE MANUFACTURERS AS RECOGNIZED WORLD-WIDE,
COMPETITIVE NUCLEAR SUPPLIERS. MAINTAINS PROFIT WILL BE
NEGLIGIBLE BECAUSE SOVIETS TOUGH NEGOTIATORS, BUT EVEN MORE
OPTIMISTIC THAN PREVIOUSLY ABOUT CHANCES OF OBTAINING CONTRACT.
INDUSTRY EXPECTS CONTRACT TO ELEVATE STATURE NUCLEAR MANU-
FACTURERS TO LEVEL OF EUGOCEAN SUPPLIERS.

4. MORI STATED THAT MITSUBISHI, CONCERNED ABOUT LICENSING
PROBLEM, SENT GROUP TO WESTINGHOUSE ON TWO OCCASIONS TO
DISCUSS IMPLICATIONS. MORI STATED THAT MITSUBISHI FIRMLY
CONVINCED THAT NO RPT NO LICENSING PROBLEM EXISTS. MORI
WISHES TO KNOW WHETHER WESTINGHOUSE-USG CONTACT REQUIRED TO
CONFIRM NONEXISTENCE LICENSING REQUIREMENT OR WHETHER WESTINGHOUSE
CAN MAKE OR HAS MADE FINDING ALONE.

5. ON COCOM APPROVAL, CERTAIN (UNSPECIFIED) COUNTRIES HAVE
VERY RECENTLY BEEN INFORMALLY AND UNOFFICIALLY APPROACHED BY
MITI. MORI WISHES TO HAVE MITI MAKE INFORMAL AND UNOFFICIAL
APPROACH TO USG AND REQUESTS DIRECTION ON METHOD AND CONTACT
FOR SUCH APPROACH. MITI AWARE OF FORMAL CHANNEL BUT WISHED TO
TEST CLIMATE INFORMALLY FIRST. IF PROBLEM CREATED BY MITI-USG
CONTACT WOULD MITSUBISHI-USG CONTACT BE PREFERABLE? OR WOULD
USG CONTACT WITH CONTINGENT COMPRISED OF ALL PARTICIPATING
JAPANESE INDUSTRIAL ORGANIZATIONS BE BETTER? REQUEST INSTRU-
CTIONS.

6. ON RELATED SUBJECT, NAMELY SOVIET NUCLEAR MANUFACTURING
CENTER, MORI INDICATED PUBLISHED ARTICLES (SEE JUNE 25 ERDA
BIWEEKLY) CORRECT EXCEPT FOR STATEMENT THAT MITSUBISHI
ORGANIZER OR PRIME CONTACT FOR JAPANESE PARTICIPATION IN
VENTURE. FACT IS THAT RUSSIANS ARE SUBBING OUT EACH PIECE OF
EQUIPMENT INDIVIDUALLY AND HAVE MADE CONTACTS WITH POTENTIAL
SUPPLIERS FOR MANY ITEMS.

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